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THE INDUSTRIOUS HEN

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AUGUST, 1915



Secretary of Agriculture

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THE INDUSTRIOUS HEN

VOL. XII.

LOUISVILLE, KY., AUGUST, 1915

(Whole No. 130)

No. 3

JUNE REPORT OF MISSOURI AND NATIONAL EGG LAYING CONTESTS, MOUNTAIN GROVE, MO.

One-half the Entries Received for Next Contest. A Balanced Feed Ration for Egg Production. Plymouth Rocks Still in the Lead in Missouri Contest for Eight Months. White Leghorns Lead in the National Contest for Eight Months. White Leghorns Won Cup in Each Contest for Month of June.

FORTY-FIVE entries for the next contest have been received. The rules governing the contest are for free distribution, thus giving the breeders of all breeds and varieties the same opportunity to enter the contest. Therefore, half of the pens are already taken. Those who wait to see how their pullets develop before entering are usually disappointed, for all pens are taken long before the contest begins which is November first.

One of the factors which determine egg production, is the feed ration, not merely the quantity of feed given, but the elements contained therein.

Many questions are asked as to what a balanced ration for egg production is, and how to balance the ration. In order to determine more fully the effect of certain rations, a number of experiments are in progress at this Station. Each pen contains twenty hens.

The test with a wide ration, containing elements which would produce three yolks for each white, laid 379 eggs in the first six months.

The test with a narrow ration, containing elements which would produce two whites to each yolk, produced 269 eggs.

The test with a ration containing equal yolk and white material but without minerals to produce the shell, produced 161 eggs.

The test where the ration contained elements necessary to produce equally all parts of the egg, produced 1603 eggs in the same time. This ration is called a BALANCED ration for egg production.

The yolk is principally carbohydrates; the white, protein; and the shell, minerals. Thus the three parts of the egg are made from three kinds of food.

The following ration is fairly well balanced for egg production. Instead of using the terms "carbohydrates" and "protein," the terms "yolks" and "whites" have been used. All fractions are omitted, therefore the table is only approximately correct.

Grain	Pounds	Yolks	Whites
Cracked corn	150	382	198
Wheat	150	365	273
Wheat bran	20	31	41
Middlings	20	41	44
Corn meal	20	52	27
Ground oats	20	39	31
Gluten meal	20	46	86
Beef scraps	30	32	332
Alfalfa meal	5	7	9
O. P. Oil meal	5	8	25
	440	1,003	1,066

The hens had access to oyster shell and grit, and were given two pounds of fine table salt and four pounds of fine charcoal in the above mash.

The basis for computing the number of yolks and whites produced by each kind of feed was that one pound of carbohydrates would produce 3 1-3 yolks; one pound of protein would produce 16 2-3 whites, this being the rate of the average hen here at the Station.

It will be seen that from 150 lbs. of corn, 382 yolks and 198 whites are produced, therefore, it is not a balanced ration. The extra yolks are built into fat. In this way, hens fed on corn alone get extra fat, and we hear the old expression that the "hen is too fat to lay." The expression should be changed to read, "The hen can't lay is the reason she gets too fat."

A simple ration may be made as follows:

Grain	Pounds	Yolks	Whites
Cracked corn	150	382	198
Wheat	150	365	273
Beef scraps	25	25	275
	325	772	746

This ration would give best results where the hens have free range, because it contains no mash, thus requiring the hen to do the grinding of the food. The kind of food she gets on the range should be considered, however.

If a hen has the ability to produce 24 eggs in one month when fed a balanced ration, but is fed an unbalanced ration like corn alone, which produced two yolks for each white, instead of making 48 yolks in order to produce 24 eggs, she makes only the 24 yolks, but can complete only twelve eggs. The same thing is true of the whites. It is the same proposition of "no chain being stronger than its weakest link." No hen will lay more eggs than the weakest part of the feed ration.

All hens in the Missouri Contest, good and bad, averaged more than 50 per cent egg yield during June, and have averaged 108 eggs each for eight months. The average for June was approximately 16 eggs per hen, being one egg less on the average than in May.

Three Plymouth Rock pens are still in the lead. The ten highest pens for eight months are as follows:

Pen.	Eggs.
34. Barred Rocks	715
40. Barred Rocks	701
38. White Rocks	685
6. S. C. White Leghorns	671
2. S. C. White Leghorns	666
10. S. C. White Leghorns	653
26. Buff Wyandottes	644
4. S. C. White Leghorns	635
14. S. C. White Leghorns	634
0. S. C. White Leghorns	632

The five highest pens for June laid approximately seven eggs less each in June than in May, which is partly accounted for by May having thirty-one days and June only thirty.

The five highest pens for June are as follows:

Pen.	Eggs.
6. S. C. White Leghorns	115
2. S. C. White Leghorns	110
0. S. C. White Leghorns	110
10. S. C. White Leghorns	106
9. S. C. White Leghorns	106

Of the five highest hens for eight months, two are Leghorns, two are Rocks, and a Wyandotte and Rhode Island Red tie for fifth place. They are as follows:

Pen.	Eggs.
4 Hen 4 S. C. White Leghorn	190
14 Hen 3 S. C. White Legohrn	168
40 Hen 1 Barred Rock	160
34 Hen 3 Barred Rocks	155
23 Hen 2 Buff Wyandottes	150
43 Hen 4 S. C. Red	150

Pen 6, S. C. White Leghorns, won the cup for June by laying 115 eggs.

The total egg yield for June in the Missouri Contest was 4055 eggs.

Five of the ten highest pens in the National Contest remain the same as in May.

The record of the ten highest pens for eight months follows:

Pen.	Eggs.
21. S. C. White Leghorns, England.....	665
17. S. C. White Leghorns, Pennsylvania.....	613
43. White Orpingtons, Wisconsin.....	599
75. R. I. Whites, Illinois.....	597
3. S. C. White Leghorns, Pennsylvania.....	564
19. S. C. White Leghorns, England.....	562
29. S. C. Black Leghorns, Georgia.....	557
25. S. C. White Leghorns, Illinois.....	543
74. S. C. Reds, Pennsylvania.....	534
16. S. C. White Leghorns, Pennsylvania.....	532

Only one of the five highest pens for May holds a place in the five highest pens for June. They are as follows:

Pen.	Eggs.
16. S. C. White Leghorns, Pennsylvania.....	94
14. S. C. White Leghorns, Kentucky.....	92
12. S. C. White Leghorns, Texas.....	81
10. S. C. White Leghorns, Pennsylvania.....	80
5. S. C. White Leghorns, Illinois.....	80

The five highest pens for June are given below. As will be noted, there are two leghorns, one Orpington, one Rhode Island Red, one Rock, and one Wyandotte, a Wyandotte and Leghorn tying for fifth place.

Pen.	Eggs.
43 Hen 237 White Orpington, Wisconsin.....	184
67 Hen 412 Barred Rock, Illinois.....	160
21 Hen 129 S. C. White Leghorn, England.....	156
1 Hen 2 S. C. White Leghorn, Pennsylvania.....	143
74 Hen 466 S. C. Red, Pennsylvania.....	139
57 Hen 514 White Wyandotte, England.....	139

Pen 16, S. C. White Leghorns, owned by Gust Klase, Ashland, Pa., won the cup for June, by laying 94 eggs.

The total number of eggs laid in the National Contest for June was 3853.

PART II.

A PROSPEROUS POULTRY PLANT.

What I Saw on the Maywood Poultry Farm—Its Complete Equipment and Systematic Management.

By J. Gaylord Blair.

(By permission and courtesy of Eugene J. Straus, proprietor of the Maywood Poultry Farm, Anchorage, Ky., P. O. Box 141.)

Conditioning House and Show Room.



WE WERE then taken into the Conditioning House and Show room, the completeness of which I have never seen before. This house is divided up into small pens or rooms about 4 by 6 feet with a 4 foot aisleway between; and outside runs for each room.

Those rooms against the North wall are equipped with show coops built from the floor to the ceiling. In these coops male birds are kept in reserve for extra breeders and for sale during the breeding season, and during the show season birds are conditioned in them ready for the shows. Each of these rooms are used as an exercising place for the birds, letting one out in the room at a time. The rooms to the South side are arranged with runs, small dropping boards, roosts, etc., and are used to carry small special pens of birds for special breeding, for sale, etc. They are also used to condition pullets and other females for the shows. For example, the entire pen is put in one of these rooms just a few days before the show and trained to show with each other, thereby avoiding fright and confusion after the birds are sent into the show room. Running water and electric lights help to make this room thoroughly complete. The roof is of a monitor type, giving abundance of light and ventilation to those pens against the back wall. A stove serves to keep the building warm so as to prevent frozen combs and waddles while preparing birds for the show room and also used to warm one or two rooms for drying birds after they have been washed.

Main Leghorn Breeding House.

From the show room a door was opened at the far end leading into the main Leghorn breeding house. Here we saw one of the best mated pens of Leghorns I have ever laid my eyes on. This pen is headed by EARL, the Maywood champion, which bird has won first in the State Fairs of Kentucky, Indiana and Tennessee, Alabama and at the Winter shows in Cincinnati, Louisville, Indianapolis and Atlanta, Ga., having a record of never having been in a show room without coming out without his ribbon. Mated to him are a bunch of yearling

hens of equal quality. There are twelve similar pens in this main breeding house. The house is of a monitor type, equipped with nests of a similar pattern to that in the pullet house, described before in this article, hoppers, shell boxes, running water, electric lights and every other thing to make things happy for the birds. The floor is absolutely clear, the equipment all being raised on platforms or shelves. We then went around to the North of this building and inspected the runs, and the first run we again saw this same wonderful bird, EARL in his little harem.

The next pen contained DAN, a yearling Cock Bird, of also National reputation with his flock of females of equally fine value.

The third pen was headed by DOC. II, which bird was the sensation of the show at Indianapolis last January. He is a bird of wonderful carriage, a long back with an extremely low tail, mated to as fine a bunch of long back pullets with well spread tails that I have ever seen. And so the pens go, each one about as good as the next one. At this point my colleague, Mr. Young became excited with enthusiasm and asked Mr. Straus why he did not show birds of this fine quality and caliber at the shows or at the State Fair. We were informed that the Maywood proprietor admitted that the other fellow had some good birds and that when we see a lot of good birds together we do not appreciate their value as much as we do when we see them singly, but however, he called our attention to the fact at the last two years he was handicapped with inefficient help on the farm, but at this time have a capable superintendent and the stock was in better shape than ever it had been before and he was in hopes of making a clean-up at some of the largest fairs and shows again this year as before.

The Wyandotte Breeders.

We were then taken down through the orchard and into what they called the lower field. Here we saw the Wyandotte breeding pens. Mr. Straus uses colony houses measuring 6 by 10 feet with the open front type for Wyandotte breeders. These colonies each have a yard of about 25 or 30 by 100 feet. Here again we inspected quality galore. Not a creamy or brassy bird in the whole flock. In our entire trip through the farm, inspecting over a thousand birds we did not see any specimen that was droopy or colored or brassy in the least. The pens are exceptionally mated and balanced. The Wyandottes are exceptionally large birds, with beautiful round bodies and fluffy, white feathers. In the next field were the Wyandotte flocks. Colony houses placed in a large field and the birds arranged in flocks, even here quality in large quantities to spare. Going back through the orchard we were shown the Leghorn flock or choice Utility stock as we were told. Here there were quite a number of houses, each one with its yard of about 32 feet square, with matings of excellent quality. One pen is let out on the free range each day while the other pens have their own little yards. These birds, we were told are being sold off as breeders and one house after another will be emptied and as it is emptied will be filled up with young stock and all of the young stock is raised out here in the orchard among the tall grass and in the shade.

Young Stock in the Field.

We then visited what they called the upper field. Here were small monitor type houses, colonies scattered through a rather large field, almost all of them being filled with beautiful white cockerels and pullets of this season's hatch. Many of them were half grown and better. Our host informed us that while this field was enclosed with a rather low fence, it was fine to raise Wyandottes in and that the Leghorns would be taken in the orchard where the fences were higher and that when fall came these little houses would be used for cockerels holding the surplus of sale cockerels in them until they were sold. He said in this way that there was not a building on the place that was not in use the full twelve months of the year. Even the colony and brood houses are used in this way. We then returned to the house coming in through the cellar way. We were shown the egg room.

The Egg Room.

This egg room is arranged in a corner of the basement, being walled in with some stone, having a window giving light and ventilation. The temperature of this room, we were told, rarely varied over five or ten degrees. There is a regular egg cabinet here holding some two thousand eggs, together with a cabinet or set of shelves with egg carriers or cases in them, in which the better eggs are kept. These eggs are turned every day in order to keep the germ from sticking. They are all tested as they are gathered and any egg that shows signs of a weak shell, spotted shell or porous shell are thrown out and sent in for table use. When an order comes in for a setting of eggs, all that is necessary is to go to that shelf or compartment containing the eggs from that given pen, select the eggs without

further testing, pack them and ship. Another labor saving device, well worthy of its comment.

The Egg Tester.

The egg tester is one of Mr. Straus' own inventions, contains a 200 candle power nitrogen lamp, a concave mirror reflector and two lenses, one focusing, the other condensing, which pass the entire power of this lamp through the egg. By the use of this tester our host told us that he could pick out eggs having shells of thin or porous character, thereby running the hatch up considerably larger than merely selecting them as to shape and roughness of the shell. We then took a look over in the side basement where we found a discarded oat sprouter, being the one Mr. Straus used originally but which is supplanted by the larger one in the brooder house. Here again we found some six or seven incubators at work. Incubators everywhere. We then came up through the home and went to the front porch where we sat down and had a thoroughly enjoyable and instructive conversation. A drink of water was suggested, but instead of this we were treated with rich Jersey milk, that makes one long for the country life. A brand new corn-cob pipe and some delicious tobacco proved to be the most enjoyable smoke I had had in many a day. We stretched back in our easy porch chairs and discussed the general proposition of poultry raising at this date.

Business Policy.

Our conversation then drifted into the business policies of the various poultry plants through the country, a comparison of advertising methods, treatment towards customers and the growth of the institution. Many facts, new and instructive to us were brought out. For example, Mr. Straus told us that the second year he advertised, being the first year he really kept track of his advertising the way he is doing today, that the advertising alone cost over four and one half times as much as the entire sale of the breeding stock or eggs, meaning that for every dollars worth of breeding stock, eggs for hatching or baby chicks, that he sold the actual cost in advertising only was over \$4.50. He said the next year this went down to something like a hundred and twenty-five per cent, being \$1.25, advertising cost to every dollar sold and since then it has been going down in proportion so that today while he is still a very heavy advertiser, the percentage is nominal when it is figured to the volume of business. He further states the volume of business of the Maywood Farm comes from the customers whom he has sold and pleased before. He has a motto, "Every customer a pleased customer." "A pleased customer at any cost." He stated that he was not only satisfied in selling a customer, but kept following up this sale to insist on the customer being satisfied no matter what it costs and in every instance almost it results in a re-sale for the next season and the season following. He stated that each year he had put back all of the returns from the farm and in many instances a little more in order to develop the plant and in the past five years there had not been over two months at a time that mechanics and carpenters had not been on the job, increasing the plant. Today the actual poultry plant covers about half of the farm.

Equipment and Capacity.

The plant now is under forty-three roofs and has a hundred and twenty-six pens, which pens are fed and watered three times every day. The incubation capacity today is two mammoth and oil machines, equivalent to thirty-six incubators of about eight thousand, five hundred total capacity. The brooding capacity is about three thousand, a 20 pen brooder house—stove brooder and portable hovers. Breeding capacity one

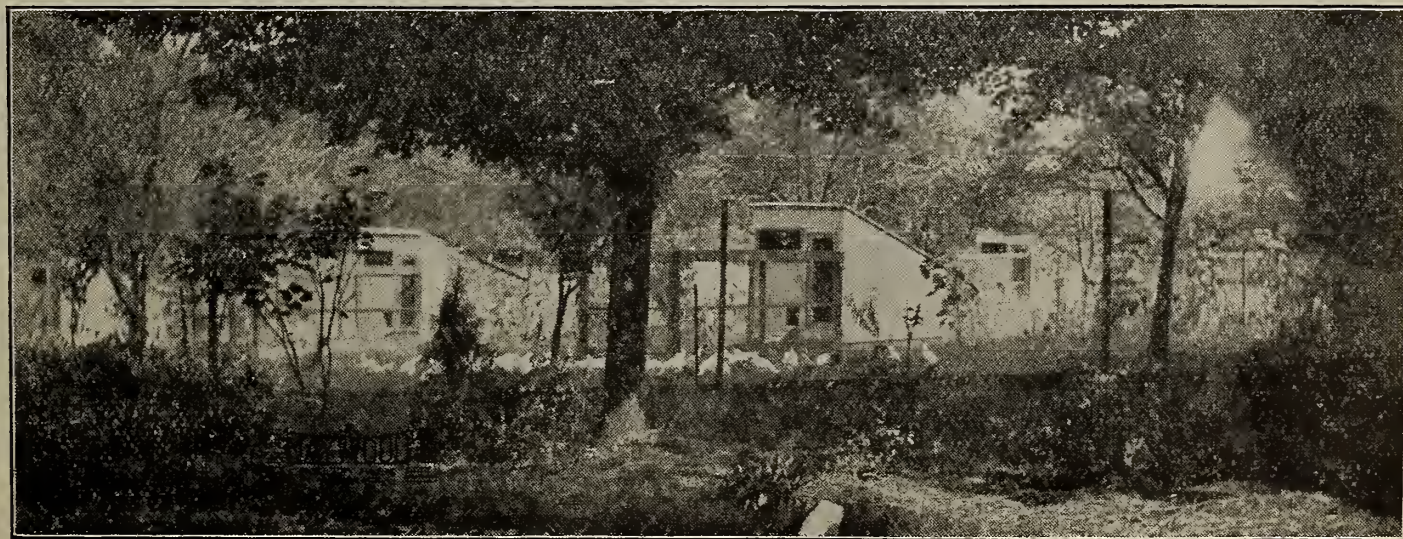
thousand females. Feed storage, sixty thousand pounds. We were informed that the following improvements were just about to be made. A new Wyandotte flock house with a capacity of two hundred birds is now started. A root cellar and oat sprouting room will be built immediately under the feed room. The cellar is already dug and walled up, but will have to be concreted and plastered for the purpose. The incubator cellar is being extended, giving a capacity of about twelve thousand eggs in this one cellar only. This, with the addition of colony houses which are necessary from time to time will make the plant as large as Mr. Straus has any hopes to have it in the near future. The evening was growing late but we made a hurried trip to the office.

The Office.

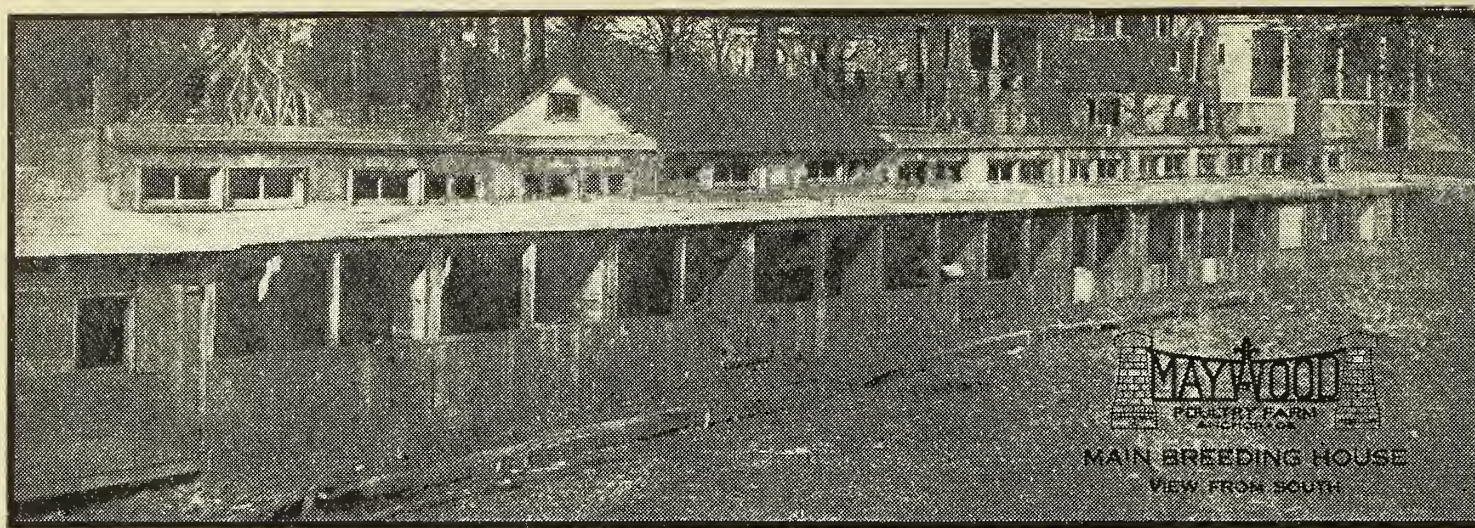
A room has been finished in the third floor of the Maywood home making it an office solely for the purpose of carrying on the business of the Maywood Poultry Farm. Here once again we had to step back with surprise. An office completely fitted out with every modern convenience worthy of a million dollar corporation stared us in the face. Not only were there desks and tables, but of course a typewriter, a modern adding machine and beyond all an Electric Dictating machine which Mr. Straus tells us enables him to dictate his letters at any time, day or night and he takes the cylinders to town to have them transcribed, bringing the letters home and signing and mailing them. This one instrument, he said made the poultry business possible for him which otherwise would have been impossible. Filing cabinets and book shelves on all walls gave the office an appearance of real business system. We then paused for a moment to look at the beautiful silver loving cup, a duplicate of the one given last year, which is being offered in the year 1915, at the Kentucky State Fair for stock purchased in 1915, or stock raised from eggs purchased in 1915 of the Maywood Poultry Farm.

Advertising Record.

Of course we asked how the result of The Industrious Hen advertising compared with other ads. "There is not a question of guess work," replied our host while he turned around on his chair and produced a stack of cards from a drawer and showed us the exact amount of money spent with this paper each month, the number of inquiries each month as well as the amount of actual sales each month. He said that the results of The Industrious Hen had been more satisfactory than practically any of the Poultry Journals and showed us cards for several years where he had been a persistent advertiser with us and where he had dropped ads in many of the other Journals because of their not having paid him. This system was shown in detail the way letters were received and handled. At this point he explained the little joke about owning half the Post Office for he showed us his keys to advertising mediums which took several cards having Post Office Box No. for each and every magazine that he ever advertised in. Not only does he give a Journal or medium credit for the inquiries that come in in that immediate month but should years later replies come in as he assured us they had been doing, he gives that particular Journal or medium credit for it. He showed us a series of some fifteen or twenty form or circular letters that he tells us he sends out from time to time. Not only does he mail a catalogue when an inquiry comes but he follows that inquiry up every fifteen to thirty days during that season and from two to four times each season for three or four years afterwards. He compared the cost of per inquiry with that cost of sending out follow-up letters and proved to us that he



Scene on Maywood Poultry Farm showing the Colony Houses in the Orchard used for both young and old birds.



The Main Breeding House on the Maywood Poultry Farm, which will accommodate hundreds of choice breeding birds

could send out letters for three or four years for the cost of another inquiry and showed where sales had been made three or four years after the original inquiry had come in merely on his energetic and systematic way of following up the customer.

Simple Method of Bookkeeping.

Our host explained to us that the work on the farm that he personally did had to be done at odd moments and it was necessary for him to have the simplest possible method of keeping books. He showed us a unique billing system. When an order is received a bill is made out in triplicate. The original bill becomes the customer's bill and receipt. The duplicate goes in a binder and becomes a permanent ledger, while the triplicate is sent to the superintendent on the farm to be filled. The original order is put on a hook file next to the desk and held there as a check on the superintendent of the farm filling the order. These bills are entered at odd times into a distribution or tabulating book, having twelve columns across the page. Mr. Straus calls this his tabulating sales register. The first column shows the total amount of the sale, the following eleven columns show that particular parts of the institution to receive credit for this sale. The columns are tabulated as follows: Total, miscellaneous, eggs for table use, fowls for table use, eggs for hatching, baby chicks, breeding stock, custom hatching, supplies, replacements and gifts, eggs used for home use, fowls used for home use. These columns are added up at the end of each month and transferred the totals into a yearly comparison book, whereby the sales of each branch of each month is compared one year with the next for several years, showing a decrease or increase in the business. For example the business of the Maywood Farm has over doubled in each of the last five years over that year preceding. The phenomenal sale of baby chicks and the steady growth of this part of the business has induced the owner to buy over one thousand dollars worth of incubators in this past twelve months alone. The system of payment is very similar. A voucher check is used, made in duplicate, the duplicate has the tabulation part at the bottom which shows the branch of expenses to which the various amounts are charged. This duplicate check is kept on file and really becomes a cash book. While it is tabulated in the comparison book the same as the sales and divided into the following columns: Total, miscellaneous, feeds, sundries, stock, equipment, engraving, printing, advertising, postage, labor, shows and in this way shows what each branch of the business is costing month by month and year by year.

Office Help.

We asked our host how it was possible for him to attend to this amount of office work himself at the comparatively short time that he had to put in it. He explained as follows: "I have a young lady who is in last year of the High School, having finished her commercial course, who comes out every Saturday. She also comes out other days in vacation, when it is necessary. She does all of the filing, checks up returns, makes out pedigree cards as well as gets catalogues ready for mailing, etc. She runs the adding machine, gets out some circular letters, checks back on the orders and miscellaneous other duties which relieves me of quite a lot. The large volume of my circular letter business, however, is done by a concern in the City of Louisville, who charge me so much a thousand for writing the names and addresses on letters, for writing up follow-up cards, etc. I take advantage of a Louisville book

bindery for finishing my catalogues and folding letters, where there are large quantities of work of that kind for they have girls trained to quick and accurate folding and handling of papers. The letters are written, filled in, folded and put in the envelopes without a bit of labor on my part." He informed us that in this way he had not only the one or two days' services of the one girl each week, but he had an office crew of 25 or 30 people at his command on a moments notice, to get out a large volume of business with good supervision and cost within reason of the benefit. The letters, he told us are all dictated to an Edison Dictating machine, the cylinders being taken to town the next day and a Public Stenographer transcribes them at a fixed rate per letter, delivering them back to him that evening and he mailing them that night. He admitted that there was a 24 hour delay in getting off his mail but that he could dictate letters at the rate of one every two or three minutes, whereas if he had to write them it would take him a great deal longer and he would not have the time to give the customers the proper attention that way.

The Pedigree System.

According to his promise our host pulled out several drawers. Each one has a card for every bird on the place. On these cards he has not only the band number, breed, sex, date hatched and from which hatched, and etc., but a complete record of the birds breeding, the pens in which it was served, various shows at which it was exhibited, whether it won or not, if not, the reason why, if so, the kind of class and competition in which he won. On the reverse side of these cards, of the males there is a score card showing the points and type of the bird. While on the reverse side of the card for the females there is an egg record showing the amount of eggs laid by that bird each month by month for five years, should the bird be kept that long.

There is a compartment or divider for each pen. On that card is shown the pen number, the number of each of the birds in that pen, the number of eggs laid by that pen each month. In mating up the birds in the spring, all that is necessary to do is to get the band number and by referring to the proper card, a complete history of that individual bird may be seen at a glance. A card for every bird, a compartment for every pen and a card in the compartment, corresponding to the bird in the pen.

Other Office Conveniences.

The system of gathering and binding catalogues was explained to us which was unique to the letter. The catalogue is printed in single sheets, these sheets are gathered and sent to the binder to be bound. As the pens change or any conditions change, needing a new sheet this sheet is printed and put in its proper place.

The office is further complete with electric light equipment, electric fans, filing cabinets and even stationery room adjoining to take care of the surplus and reserve stock of stationery. File boxes filled with catalogues, of equipments, supplies, advertising, rates, shows, catalogues, mailing list, etc., are there for ready reference.

The clock was striking about this time and to our amazement the day was gone and we had to run to catch our car regretting only that we had to leave this early and awaiting our time to make another visit to the Maywood Farm.

CAPONS FOR PROFIT.

More Consideration Should Be Given this Branch of the Industry. How to Make Capons Successfully. Valuable Information That Will Help You.



EVER taste capon? Try to imagine something finer than the sweetest, juiciest and tenderest morsel of spring broiler you have ever eaten and that's—capon.

The origin of caponizing dates back so far that its beginning is lost in antiquity. The Chinese knew of it at least a score of centuries ago and it was extensively practised by the Greeks and Romans and in several of the Asiatic countries linked in history with these two famous empires. Today the epicure of France knows capon, wants capon and gets capon, for the thrifty French, small farmer and poultry raiser has sensed the great profits in the industry and sees that the supply is never lacking.

The introduction of the capon to the American table is comparatively recent. The business of producing them in this country has advanced rapidly, first taking hold strongly in and around the larger cities of the Atlantic seaboard, which have proved profitable markets. More recently, the Northern Central States have produced them in large numbers and at the present rate of growth, the industry should progress to an extent that might be termed country-wide within the next generation. Undoubtedly, the intense study given egg-production by poultry-raisers over the past two or three years has acted against a larger increase in the numbers of capons produced, for it is certain that the female of the species has been given more than her just share of attention since the introduction in America of Tom Barron ideas and the three-hundred-egg hen. However, it seems that the stimulus given egg-production is a sure reflex of what will happen once the progressive poultryman realizes the profitable nature of caponizing and the simplicity of the operation becomes more apparent.

The capon is a male bird from which the reproductive organs have been removed. In more familiar terms, what the gelding is to the stallion, the steer to the bull, the wether to the ram, the barrow to the bear, so the capon is to the ordinary barnyard rooster. When the alteration is made, a complete change in the characteristics takes place. The unsexed bird becomes docile and exceedingly sluggish, the comb ceases to grow, making the head seem out of proportion with the rest of the body, which takes on weight rapidly with no more than the ordinary amount of feed. The hackle and saddle feathers develop in wonderful fashion, making up for the loss of voice, since the crow disappears entirely. The true capon never courts trouble, being shunned, in fact, by the sex birds and usually left to seek the company of his own kind.

But, it is on the market that the capon gets the justice that is due and which has been denied in life. Not only does he outweigh his more fortunate brother but he brings a much better price per pound. These prices vary, of course, with different markets, but the price frequently is double for the better specimens, say fourteen or fifteen pounder. To put the prime points of advantage of the capon tersely, he will eat as much as one cockerel, weigh as much as two, and bring the price of four. Figure it out.

The question of the breed best suited for the purpose is somewhat important. The Plymouth Rocks, Rhode Island Reds, Light Brahmas, Cochins, Indian Games and Wyandottes, or crosses of these heavier strains make the finest capons, with the preference in favor of the yellow-legged varieties which make the better appearance when dressed for market and sell more readily. However, the old injunction against caponizing the smaller breeds is somewhat misleading. The Asiatic fowls, like the Leghorn and Minorca, heavy egg-producers and necessarily active, run to stringy flesh even in the broiler stage and caponizing will remove this objection the same as in heavier breeds. From a commercial standpoint, however, the large fowls are to be preferred, since capons from them are of sufficient size to meet the trade demand. In some localities a particular breed may be preferred, but there is really no great advantage of one over the other.

The birds to be operated upon should be from three to four months old, at which age the sex can be readily determined and the cockerel of sufficient growth to allow room for an easy operation. The chance of "slips" or death increases as the

birds grow older and at five months the bird should either have been caponized or left intact for breeding purposes. Be certain that the birds selected are the best appearing cockerels of your flock, good standing, erect, hardy fellows that frame well for flesh. You should have plenty of these and it is not worth your while to operate on any other.

Shut your birds up without food for about thirty-six hours. This is a most important factor in successful caponizing and no bird should be operated upon the intestines of which are not entirely empty. Next in importance is the light. Sunlight is the best that can ever be secured and the operation should be performed in the open air to take full advantage of it.

A barrel-head or box will serve as the table for the operation. After you have done a little caponizing, you will probably be able to improve on either if you are handy with tools, by constructing a stand exactly suitable to your needs. Be sure to have a pan or basin of clear water at hand, together with a sponge or swab of absorbent cotton with which to apply the water. Now catch your bird and tie the legs together, just above the hind toes with string or strong cord to the other end of which a weight of sufficient size to stretch the bird out has been attached. With a similar string and weight attachment, bind the wings together close up to the shoulder joints. With the leg weight over one side of the table and the wing weight over the other side the bird is now stretched out right side up, with wings thrown back, bringing the field of operation within easy access. In front of the thigh are the last two ribs, dampen the feathers here and pluck them, then with your left hand move the flesh toward the thigh and make your incision between these two ribs. This incision should be about an inch in length and the knife should be used in the right hand. Remember to stand on the side of the table with the back of the bird toward you. Now insert your spreader between the two ribs, bringing them apart so that you now see inside the bird. The intestines are visible, although in some cases covered by a thin membrane, which can be cut open with your knife. Up against the back you can now see the right or upper testicle, directly below which is the left lower testicle on the other side of the backbone. They are usually yellow in color and about the shape of a bean, although somewhat smaller.

This is the difficult stage of the operation. Just behind the testicle runs the spermatic artery, which, if ruptured, means the loss of the bird. It is best to remove the lower testicle first, as there is some bleeding which would obscure it, if attention is given the upper one first. Now take the canula, (see directions accompanying Pilling "Easy-to-use" Caponizing Sets) which is a hollow tube instrument closed at the lower end, in which there are holes. Through these two holes is run a wire forming a loop at the lower end, the ends of which protruding from the upper end so that, by manipulation, the loop can be increased or decreased at will of the operator. Through this wire loop place the spoon (see pilling directions) holding the spoon in the right hand and the canula in the left. Lower in this position into the body of the fowl and catch the lower testicle in the spoon, working the wire loop over the testicle, being careful that no part of the main artery is caught. Pull firmly on the wire and if the testicle is not severed, saw with the wire until the connection is cut. The severed organ can then be removed with the spoon unless it has already been brought out with the wires. If there is much bleeding, use your absorbent cotton or piece of sponge on the end of the hook to take up the blood or any foreign matter that has accumulated during the operation. The upper testicle is removed in exactly the same manner and the operation is finished. Your bird is now ready to be placed in a pen where it can have a little food and quiet and in a short time, it is as well as ever.

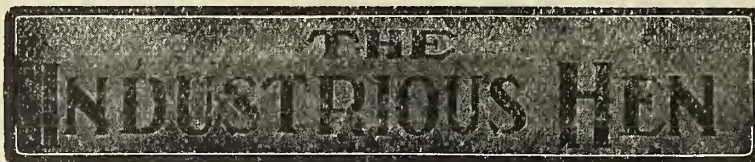
Speed cannot be expected in a beginner, but with each operation the time will diminish. Some birds will die, even some experts lose a small percentage, but this will be no great disadvantage and the bird will be perfectly good to eat anyway. Especially with beginners, "slips" are likely to occur. A "slip" results when a small portion of the testicle remains in the fowl. These birds retain all the characteristics of the cockerel, except the power to reproduce. Experience in caponizing will reduce slips to a minimum but a certain number must always be expected. Probably not more than two or three per cent will mar the work of an expert in caponizing.

The Pilling "Easy-to-use Caponizing Instruments are recognized by all experts as standard. From the latest and best designs of men experienced in caponizing they are made by skilled mechanics in the factory of G. P. Pilling & Son Co., established over one hundred years ago at Philadelphia. They are primarily built for service rather than merely to sell and are safe and reliable. The high quality of Pilling instruments has become the standard with all poultrymen interested in caponizing.

SUBSCRIPTIONS—One year 50c. Three years \$1.00. Foreign subscriptions 75c. In order to start with current number, the subscriptions must be received at the office by the 10th of the month.

PUBLISHERS' ANNOUNCEMENT—All manuscript and copy for change of advertisements should be in our hands promptly by the 10th of the month preceding date of issue. **THIS IS IMPORTANT.** New business can be accepted as late as the 25th of the month, but special position cannot be guaranteed.

CORRESPONDENCE—We cordially invite letters and articles from all our readers on any subjects of interest or value to the poultry industry. Send in some matter; your experience and observations may be just what some one may be looking for and save them from mistakes and losses you have suffered in the past. If you have something to tell our readers, don't fail to send it in. This is your journal; make good use of it and help to make it useful to others.



Absorbing Poultry Ideas, Louisville, Ky.; Practical Poultry, Birmingham, Ala.; The Poultry Times, Norfolk, Va.; Southern Poultry Magazine, Nashville, Tenn.; The Poultry News, Bustleton, Pa.; Tennessee Poultry Journal, Lebanon, Tenn.; The National Poultry Breeder, Owensboro, Ky.; Everybody's Poultry Journal, Nashville, Tenn.

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The South's Grain Crop.

WE PRINT below an editorial which appeared recently in the Louisville Times, knowing that our readers will be glad to know of the great progress the South has made in the past twelve months and was brought about only through a diversification of crops. When this great crop is harvested, the South will enjoy the greatest prosperity ever known.

Statistics believed to be entirely trustworthy indicate that the South, through a diversification of crops, will enjoy unequalled prosperity during the coming twelve months. The grain crop, for instance, a crop practically unknown to Southern soil, will exceed, according to calculations, the most profitable cotton crop the South has ever known. This means that the first step, and the most important one, has been taken to emancipate the Southern farmer from the tyranny of the one-crop system.

Wheat, corn and oats, three militant invaders of Dixie, line up formidable hosts on the harvest field. They come not as enemies of King Cotton but as reinforcements. Where the great Southern staple is weak they will bring strength. Where the farmer of the South formerly had one crop to depend upon he now has four. The long-deferred lesson is in a fair way to be learned.

The Manufacturer's Record, after reviewing the situation, expresses the belief that the grain yield in the Southern States this year will be 1,540,000,000 bushels, or a gain of 286,000,000 bushels over last, exclusive of the rice crop, which will probably reach 30,000,000 bushels.

"These figures," says the Record, "are wonderfully significant of the agricultural possibilities of the South, and this increase in grain, which typifies the increase in foodstuffs generally, will largely offset the adverse situation in cotton."

It took the South a long while to learn the business economics of farming. Perhaps the war is one of those "ill winds" which blew good for Dixie. The awakening is recent. If we may compare the Southland to a baby in the agrarian cradle, she is just now beginning to sit up and rub her eyes. Presently she will manifest her being by a demand for sustenance which will guarantee a lusty infant. She knows, even in her swaddling clothes, that the contents of her milk bottle must be drawn from many sources.

The war hurt the South a great deal during the past year for there was no market for the cotton crop, which was the largest produced in the South for a number of years. Too many people have depended on one crop for their livelihood. They realize now that this

is unsafe and will never be caught unprepared again.

Just as soon as this large crop of wheat, corn and oats is harvested, the South will enjoy the same prosperity they have had in the past. This will also cause more people to become interested in poultry, because, by having a large supply of grain they can keep a large flock of birds at a less cost than they have at any time in the past.

The South is the greatest poultry field in the country and the coming year promises to furnish more new fanciers and breeders than any previous year. Let us have more poultry shows so as to encourage more and better birds throughout the South.

Tell your neighbors of the INDUSTRIOUS HEN and get them to subscribe. Help us make your neighborhood produce more and better poultry.

Start Your Advertising Campaign Now.

THE breeder who does not start his advertising now but delays it until late fall and winter, will lose quite a lot of good business which is within his reach if he will go after it early and prepare his advertising campaign now, starting his copy in the September issue. The fairs and early fall shows will be starting this month and there will be a large number of show birds as well as breeders bought and the breeder who has been wise enough to keep his name before the public will get the business. A great many breeders carry advertising only during the egg hatching season, and expect to sell all the surplus birds and eggs which they can spare, but as a rule they meet with a very poor success. But if they would use space as the majority of the other breeders do, that is, carry copy every month in the year, they would be more successful and at the end of the year make larger profit from their birds.

Start your advertising now, using small copy and as the season advances use larger space and we are sure you will get results you have never dreamed

of before. The South offers great opportunity for you now, so get your copy started in the September issue of the **INDUSTRIOUS HEN**. We can make it pay you as we are doing for our other advertisers.

The New Standard.

After waiting several months for the Standard it finally made its appearance and orders can be filled promptly now. Every breeder should have a copy of this new edition and should secure it as soon as possible as the show season is on now, and a delay might cost you some nice premiums which you could get if you knew which birds to enter. We will be glad to fill your order for a new Standard, cloth bound edition, at \$2.00, or leather binding, \$2.50. By adding 25 cents we will send you the **INDUSTRIOUS HEN** one year. Send your order now, do not delay.

If you will secure two new subscribers for the **INDUSTRIOUS HEN** at 50 cents each, we will send you the Hen one year free for your trouble.

REGAL WHITE WYANDOTTES.

The special summer sale of breeding stock in Regal White Wyandottes is now on. John S. Martin, Port Dover, Canada, the originator of this noted strain has issued a special summer sale catalog, in which are offered many of his best breeding birds, which were used in his yards this season, birds which are capable of going into the show room the coming season and winning the ribbons for their owners. Among these noted show birds, which we find among these offerings are the first Hagerstown pullet, the first pen cockerel at Allentown, second pen cockerel at New York State Fair, etc., and many other high class birds. Any reader of the **Industrious Hen** in need of good yearling or young birds, to fill out their string of show birds for the coming season or to add to his breeding stock for 1916 should, without fail, get Mr. Martin's special price list at this time.

NOTES AND COMMENT.

(By D. R. Mc Brayer.)

ANOTHER month and the fall fairs will be upon us. Begin your preparations for exhibiting at these fairs now. The most promising of the early hatched youngsters should be selected and yarded to themselves so that we may feed them heavily to hasten development, also that they may become gentle, for a wild bird has little chance of winning over one that is well trained, although it may be a much better bird. The old stock intended for exhibition at these fall engagements should be well along with moult by this time. Provide for them plenty of rich food, shade and cool water. We always try to have a nice string of early pullets and cockerels ready for the early fairs and always win our share of the ribbons.

Already many of the hens are beginning to moult heavily, so it is up to us to decide right away which ones are to be kept through this process for another season, and which ones will go to market. If we are keeping hens for market eggs alone, then it will hardly pay us to keep over any great number of our old stock, as pullets will give a much more satisfactory egg yield, especially during fall and early winter. To be sure we should keep over a goodly number of the best and healthiest ones for next season's breeders for hens are to be preferred to pullets as breeding stock. A good policy would be to add from 60 to 75 per cent of the entire number to be kept pullets.

Every month should be a culling month, but August should be the banner one. Don't stop when you have culled and marketed your hens, but go through the young stock and market every one that does not come up to your standard, as regards shape, size, color and above all, vitality. Do not waste feed on culls.

Don't despise the late broods. Of course the early ones are preferable although sometimes some of the season's finest birds are from hatches brought off in June or July. These late hatched pullets cannot be relied upon to lay until late winter or early spring. Some breeders claim that Leghorn pullets will lay at from 4½ to 5 months of age, however we should not expect any great number to do so, and it is well for us to hatch our pullets of this breed at least six months before we want them to begin to lay.

If you are breeding chickens solely for the money that you make out of them you are doomed to failure. The money is there alright, but unless you like the work and take an interest in caring for the fowls you will neglect the work in some of the most important details and will not get the best results. The same enthusiastic effort is required in the poultry business as is so in any other line of business.

The poultry judge may expect criticism as long as the number of entries exceeds the number of prizes.

Hens cannot lay and grow feathers at the same time. Many people claim that their hens lay right on through the moult. This is a mistake. A hen may lay while she is shedding her old coat, but when she begins to grow the new

one all her feed and energy is used in this task and not to laying eggs.

Be careful with the drinking vessels during these hot August days. Never allow them to become coated with a green scum. This will surely cause disease. Cool, clean water is relished by our fowls just as much as by ourselves and it is just as necessary to their well being.

Succulent green food not only reduces the expenses of feeding, but is always relished by them and is one of the very best of tonics. Plant a patch of rape every few weeks and you will have a good supply on hand at all times.

Watch out for sorehead during the next two or three months. Sulphur and Epsom Salts fed occasionally act as a preventative of this dreaded disease. Filthy, damp quarters are a good source of sorehead, so keep the houses well cleaned and sprayed.

Only recently while visiting one of our friends we noticed a coop of hens that had been placed there because they were broody. The coop was situated right out in the burning, July sun, notwithstanding the fact that plenty of shade was only a few yards away. It is cruelty to animals as I see it to place hens out in the burning sun with no possible chance for them to get in the shade. How much quicker these hens would have returned to laying had this man placed them in a nice shady run with a male bird.

Those of us who will have stock for sale this fall, either utility or exhibition, should by all means start our advertising campaign now. September and October are fine months for selling pullets for "layers" on exhibition stock for the fall fairs. The successful breeders all over the country are the ones who advertise every month in the year, and it is only reasonable to believe that people who buy show birds or any others for that matter are going to buy from a breeder who has an established business and not from the one whose ad. appears two or three times during the rush season and is to be found no more.

The outlook for a good corn crop here in the South is most encouraging. Rain-fall has been abundant during June and July. Bugs and worms are plentiful and the growing youngsters are maturing nicely. In fact everything on the farm seems to be doing nicely.

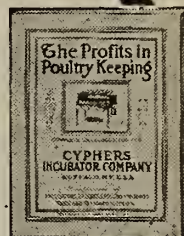
With the good crops will also come a good trade in standard-bred poultry. When the farmer prospers he is sure to add more and better live stock, among them poultry. Many breeders have re-

ported a fine business during the past season, but mind you these breeders are not the ones who grew pessimistic and gave up, but on the other hand they saw that the men who went after business in a business-like way would profit by the other fellows "giving up," so they deserve the good trade that they have won.

We have heard of many bank cashiers and bank presidents going into the poultry business, but we now have Mr. A. E. Martz, the well known Buff Orpington breeder of Arcadia, Ind., going into the banking business. Mr. Martz and Son have opened a private bank in their home town. The former as president, and the latter, who will give his entire time to the banking business, as cashier. Here is one of the best arguments we have had in some time that there is money in the poultry business.—S. P. J.

Cyphers 200 Page Poultry Book Yours Free

EVERY poultry keeper should have a copy. Profit by our 18 years experience. Learn about "Free Service Department," Cyphers Free \$1,000 Prize Contest, etc. Write today.



Cyphers Poultry Keepers' Supplies

Incubators—three styles—eight sizes—\$10 to \$38—also Self-Regulating and Self-Ventilating Hovers and Brooders. And nearly 100 other useful articles for money-making poultry keepers. *Everything sold under guaranty.* 52-page book, "POULTRY FOODS AND FEEDING," mailed free with 200-page catalog.



Write today
**Cyphers Incubator
Company, Dept. 13
Buffalo, N. Y.**

"QUALITY OR QUIT" LAKE FOREST SINGLE COMB REDS "UTILITY OR BUST" THIRTY ACRES OF REDS

Offices: **W. H. FARRAR,** Plant: **L. D. ROBERTS,**
Chattanooga, Tenn. Rossville, Ga.

STALLING'S SINGLE COMB REDS

have won wherever shown. A few high-class yearling hens and cocks to spare. Also, February hatched cockerels for early shows. Ship on approval. Money back if not satisfied.
THOMAS STALLINGS, Box Granite City, Illinois



REGAL SUMMER SALE

In order to make room for my large flock of rapidly growing chicks I am offering for sale 500 selected breeders at remarkably low prices. Send for free sale list giving description and prices, also 20-page catalogue. Eggs from prize matings, \$2.50 per 15; \$4.50 per 30; \$6.00 per 45; \$12.00 per 100.

REGAL COCKERELS AND PULLETS—This season I have over 1,000 early chicks, the best I ever owned. If you want to make a winning in your State Fair, let me quote you prices.

JOHN S. MARTIN Box 911 Port Dover, Canada.



Under this heading "Pick Ups Here and There," we will give our readers each month clippings from our exchanges that we think will interest them.

Fatten the Broilers.

THERE is a growing demand for well fattened broilers and older fowls, in the city markets, and there are many persons who can combine egg farming with raising fatted fowls, of the larger breeds. The incubators can be run in the later spring and early summer months for the purpose of hatching broilers, after the egg laying fowls have been cared for. We are inclined to think that it will be good management for many who have broilers to market to feed them on extra fattening food during the last two weeks before they are sold. A little extra attention will be found to pay well, now that fowls are almost universally sold by the pound, instead of by the dozen, as was the case during former years in many sections. Selling by weight is the one just and satisfactory way to dispose of market fowls.—Poultry Review.

Fat Hens and Layers.

When a hen becomes excessively fat she is useless as a layer, and if she is an old hen she will remain fat on but little food. Such hens should be sent to market, unless they become broody, when they may be used as sitters. When incubating, and fed but one light meal daily, they will come off in condition that will fit them for laying as soon as they leave their chicks.—Poultry Record.

Seven Rules for Improving the Flock.

By T. E. Quisenberry.

What can we do to improve our flocks and build up an egg laying strain. The hatching season is on and I would advise you to bear these things in mind:

1. It must be remembered that a chick with a strong constitution is better equipped for fighting diseases than a weak chicken with all the medicines and condiments known to the medical science. Then breed for constitutional vigor.

2. Many disease germs are transmitted from parent to offspring, so all diseased birds, or birds which ever have been diseased, should be removed from the flock. This past month we had a striking example of high vitality and low vitality. Two pens were housed in the same house, drank from the same pan, ate the same kind of food and slept under the same roof. One pen went all to pieces and every one of them was sent to the hospital. The pen on the opposite side withstood the severe weather, kept in splendid health and is among the very highest pens in egg production.

3. Breed only from a male which has been hatched from an egg laid by a high laying hen.

4. Select your best laying hens to mate with the above male.

5. Breed from early maturing pullets.

6. Don't breed from hens which are continually going broody.

7. Breed from your hens and pullets which lay in November, December and January.

'Tis true the hen which has been laying through the winter will go to sitting first, but by this time the loafing hen has begun laying, so the good hen is set on the poor hen's eggs, which practice has a tendency to produce a flock of loafers.—Poultry Culture.

What's the average per hen of your flock? It's business to find out as nearly as possible. And, after all, it's easy. A lead pencil marks every day at egg gathering time will tell you the valuable story at the end of the year. A poultryman who is handling 1500 layers told me the other day that his average last year was 167 eggs per hen. The year before it was within one egg of the same. Any man who can do that, other things being equal, is certain of a fair fortune in the poultry business. One hundred and sixty eggs should be worth at least \$4 in good cash. That would leave about \$2.50 profit per hen above her feed. This looks like a big story; but I have no reason to doubt the word of the poultryman. Keep books for your egg record. Maybe the hens are not in fault if you are not getting rich.—Poultry Item.

We want live agents in every neighborhood. Write us for particulars. We will give you pure-bred birds absolutely free.

Anti-Chinese Egg Bill Passed.

The Governor of California has signed the bill that requires all eggs imported from foreign countries to be labeled as such. This is to stop the selling of eggs imported from China as other than what they are. As Washington and Oregon have previously passed similar bills it shows that the Pacific



coast poultry raisers have not been idle. Now if they will put a duty on them, it will be O. K.—S. P. J.

Burn the Dead Ones!

Every chicken or fowl that dies should be reduced to ashes or else buried so deeply that there will be no possibility of spreading further the disease from which it died. A decaying carcass lying about the place unburied and unburned will almost certainly mean more dead carcasses. It is astounding how industrious and resourceful Nature is in disseminating the evil things as well as the good things. A thousand deadly germs are as precious in her sight as a thousand and thoroughbred chickens. Burn the dead ones!—Poultry Item.

If you know of anyone who is interested in poultry, send in their names and we will send them sample copies. They will appreciate it.

ANCONAS PARTRIDGE ROCKS

Winners Madison Square Garden, Philadelphia, Baltimore, Atlanta and elsewhere. They are known all over the South. Write for prices on stock and eggs.

H. E. PORTNUM

Rogersville,

Tennessee

THE CLIPPER
will cut tall and short grass, do all trimming along walks, drives and fences. If your dealers haven't them, drop us a line and we will send circulars and prices.
Clipper Lawn Mower Co.
5th St., Dixon, Ill.

SPECIAL INSIDE FACTORY
PRICES ON 1000 KITCHEN CABINETS
Send for particulars of the most wonderful Kitchen Cabinet offers ever made.
CHAS. F. WILEY CO., Elwood, Ind.

Established 27 Years and Indorsed by all

Gem Coops Collapse and Fold—Light and Strong. All standard sizes in stock. Prompt shipments. Fanciers and Associations demand Gem coops, therefore staple. Colored circular free.

GEM MANUFACTURING COMPANY
Successors to the Gem Incubator Co.
GREENVILLE, OHIO, U. S. A.

Three Hundred S. C. Mottled Anconas

One and two year hens at a sacrifice, also cockerels from 236 official hen.

S. F. TRAVIS, JR.

COCOA, FLORIDA

Just say you saw it in The Industrious Hen.

Kennel News

The Superiority of the Bull Terrier.

THE Bull Terrier is the gentleman of the dog family. He knows how to conduct himself under all circumstances; he has a stylish manner, a graceful carriage. One is not ashamed to take him for a walk along the street, for he has an upright carriage, up on his toes every minute, never cringing; he is full of grit and determination, yet obedient,—a gentleman, not looking for trouble, yet perfectly able and willing to defend himself or those he loves. Ready to defend the home, day or night, yet of a peaceful disposition. Let the baby pull his tail or slap him, see him as he patiently gets up and walks away and finds another place to finish his nap; yet if a stranger comes in and attempts to molest that same little one or any of



One of the best Collie stud dogs in the country. Owned by Dr. R. S. Clymer, Quakertown, Pa. See advertisement in this issue.

the other children, see how quick and ready he is to defend them. Let a strange cat come in the yard, perhaps to catch the little chickens or our birds, see how quickly he sends it away; or a strange dog comes along which might harm the children, and he will attack it and if necessary fight as long as he has breath. Most people have an idea that the Bull Terriers as a class are of a mean disposition, cross and ready to snap or bite. I have owned several but never yet had one which offered to bite any of my own family, yet some of them would not allow a stranger to even touch one of the children. Perhaps most people owning a dog do not have either the time or ability to train it for a guard and companion, but these qualities as outlined above are natural in the Bull Terrier.

When people once recognize the beautiful disposition, together with graceful lines of body, head and limbs, all set off with the correctly carried, beautifully shaped tail of the Bull Terrier, they become an admirer of this particular breed, almost to the exclusion of all others.—Chas. R. Saunders.

THE MISSOURI HEN AT THE STATE FAIR.

The poultry show at the Missouri State Fair promises to be one of the largest and best held at Sedalia for many years. Uniform coops are furnished free, the premiums are large, and there are to be many educational features in connection with the poultry department which will make it attractive to both the farmer and the fancier. The State Poultry Experiment Station at Mountain Grove, will put on a miniature model ten-acre poultry farm and will distribute bulletins showing just how the farm should be operated to make a living from poultry raising. There will also be a poultry lecture or demonstration each day from eleven to twelve o'clock.

The poultry department will be superintended by the State Poultry Board with a force of experienced poultrymen from the State Poultry Experiment Station, to handle the birds. The work will be done under the direction of T. E. Quisenberry, who is to superintend the poultry show at the Panama-Pacific International Exposition.

The State Poultry Board, through the State Poultry Experiment Station at Mountain Grove, offers \$2 additional cash special prizes on each first prize won, where there are three or more entries in the class. The same rules and regulations govern these specials as govern the regular prizes offered by the State Fair. These specials are intended to encourage a good exhibit from Missouri and are limited to Missouri breeders only. The regular prizes are: \$3.00 first; \$2.00 second; and \$1.00 third, or single entries. Pen prizes are: \$5.00 first; \$3.00 second; and \$2.00 third.

Judge T. W. Southard, of Kansas City, will make the awards, which insures fair consideration for every bird. For entry blanks and for further information, write E. T. Major, Secretary, Sedalia, Mo., or to T. E. Quisenberry, Mountain Grove, Mo. The dates are September 25th to October 2d, 1915. Entries close September 23d.

Flyless Homes.

Trap and Swat the Fly.

While the United States is making a great fight on the fly there comes word of a new device invented by the Window and Door Screen Flytrap Co., Long Beach, Cal., which is to greatly eliminate the fly and mosquito. This is made by a few changes in the ordinary window and door screen having a removable cage, being so constructed that the dead flies are dropped out; needs no baiting and little or no attention once installed and very easy to make. It is claimed that this patent will catch the flies by the hundreds as to tens by the in-the-way traps, sticky and

COLLIE PUPPIES

Pedigreed, Sable and White, or Tricolor, of rare beauty and disposition. These are easily trained for all purposes and make great pals for children. These puppies are absolutely healthy, hardy, farm raised and are of the up-to-date show type, bred from the bluest blooded stock.

Champion Imported Stud dogs always at stud and at reasonable fees. Brood bitches, in whelp, or otherwise, always for sale.

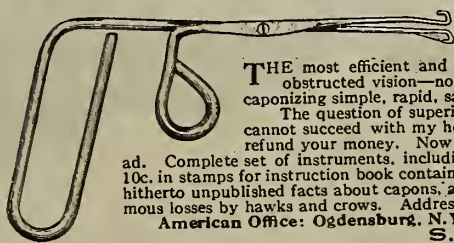
No farmer, no lady, no gentleman, and no children, can be without a royally bred Collie.

Address, **DR. R. S. CLYMER,**

STATE WHAT YOU WANT

"BEVERLY HALL FARMS"

QUAKERTOWN, PA.



NEW CAPONIZING TOOL

(Patent Pending)

THE most efficient and convenient caponizing tool yet devised. This unique design gives unobstructed vision—no shadows or uncertainty—every step of the operation in full view—making caponizing simple, rapid, safe, successful.

The question of superiority of my instruments is left entirely to you. Get and try them, if you cannot succeed with my help or do not like them, return them in good order, and I will cheerfully refund your money. Now is the time to caponize late cockerels. If in hurry, order direct from this ad. Complete set of instruments, including illustrated instructions, prepaid, \$4.50. Removers alone \$3.00. Send 10c. in stamps for instruction book containing full description of my instruments and appliances, many valuable and hitherto unpublished facts about capons, and details of an efficient Poultry Police System, or how to stop the enormous losses by hawks and crows. Address all communications to me at Ottawa. (Please mention this paper.) Head Office: Ottawa, Canada.

American Office: Ogdensburg, N.Y.

S. K. BURDIN (Box 12)

PREPARE NOW TO WIN THE

"GREATEST EXCLUSIVE POULTRY SHOW SOUTH"

Lake Charles, Louisiana, December 13th-18th. Guaranteed Regular Cash Prizes: \$20.00, \$7.50 and \$5.00 on pens. \$4.00, \$2.00 and \$1.00 on singles. Liberal Cash specials. Regular and special prizes both matings Barred Rocks. Official State Barred Rock Club Show, State Cup White Orpington Club, and other special club trophies. Comparison judging by Marshall and Van Winkle. Entries close November 30. Write for catalog.

B. F. HENDRICKS, Secretary,

Lake Charles, La.

"GREATEST EXCLUSIVE POULTRY SHOW SOUTH" where UNDISPUTED CHAMPIONS OF THE SOUTH will be made 1915-16.

Just say you saw it in The Industrious Hen.

poison papers. Anything that will do away with the fly is a great boon to man and beast, for it is estimated that a horse will lose as much flesh fighting flies as he will at hard work. Cows will produce less milk and the loss—say nothing of sickness—caused by the fly is enormous, so it is every citizen's business to trap and swat the fly. GET BUSY. Note Ad elsewhere in this paper.

Mr. Quisenberry Pleased With "Oculum."

Mountain Grove, Mo., May 31, 1915.

H. I. Co., Inc.,

Salem, Va.

Gentlemen: "We have tried out the "OCULUM" on several pens and find that it has BENEFITTED THEM VERY MUCH IN REGARD TO THEIR GENERAL HEALTH." Missouri State Poultry Experiment Station, M. L. Quisenberry, Ass't Sec.

PURE WHITE RUNNERS

Fishel and Rhodes' Stock—None Better

Our circular which is a price-wrecker tells you how we can sell eggs from this fine stock so low; also Rocks, Reds, Orpingtons, Anconas and Leghorns. Send for our price-wrecker today.

CONAVILLE YARDS, Mallett Creek, Ohio

Mr. Show Secretary

Let me quote you price for judging next show. Have had 18 years experience in judging, ALL VARIETIES, in nine States. Write for prices and testimonials. The Best Bird Wins Wherever I Judge. Try Me!

R. L. SIMMONS,

CHARLOTTE, N. C.

**BABY
CHICK
FEED**

Scratch
and Mash



GET OUR
PRICES ON

Shur-pleez

QUALITY FEEDS

RITTER-HENNINGS CO.
Incorporated

14th and Main Sts.

LOUISVILLE, KY.

POULTRY INDUSTRY SHOWS STEADY GROWTH.

Giant Strides of Business in Past Few Years. Big Demand for Product. Right Understanding of Methods Make Reasonably Sure Profitable Return.

By J. Harry Wolsieffer.

DUE to the amount of publicity given it by the press in the last few years, the questions often asked are, will the poultry business be overdone? Will the many new commercial plants that have been erected in the past few years cause an overstocked egg market during the fall and winter months? Will the demand for broilers and roasters in their season cease, or the markets be so stocked that the price will fall to a figure in which no profit can be made? These questions were asked some 15 years ago, when the poultry business as a business was beginning to boom, and today the price of poultry and eggs is at a figure in which the up-to-date poultry raiser can make a fair living.

The supply has never exceeded the demand for fresh eggs and prime broilers, or roasters, capons and fowls in their seasons. There have been off years, there has been an overstocked egg market at certain times, but never of the fresh variety, and for many years to come there will always be a demand at fair prices for fresh poultry and eggs. While it is true the poultry industry has thrown aside its swaddling clothes and assumed the proportions of a real industry—a billion-dollar industry within the past few years—nevertheless the fact (that should not be lost sight of) that the population of the United States, the consumers, has grown as fast as the poultry business, and the demand still exceeds the supply of the A No. 1 article. Next to milk, the fresh egg is a complete food and will always be in demand. Poultry, fresh killed, is a dish relished by almost every member of the family, and with the high price of meats, which promise not to get lower, the opportunity for those who like poultry and wish to make a good living was never brighter.

Perhaps, like any other business, if every one entering poultry operations would succeed, lower prices might prevail, but they do not in poultry, or in any other line. There is, and always will be, a certain percentage of failures, and it cannot be blamed on the fowls, but the lack of ability on the part of the operator, and circumstances which sometimes confront the poultry keepers.

Some of the largest plants, operated under the direction of men with plenty of capital, have failed. It is so in all lines of business, and poultry is no different, except that those operating it deal with life and death. The beginner often jumps in without the proper knowledge of the business, and 90 per cent of the failures are due to operations performed on too large a scale in the beginning. Many a beginner has failed when just upon the verge of success, due to lack of capital to carry the business to a successful venture. So few realize that 100 hens mean over \$100 in feed bills; 1,000 hens, over \$1,000, and it requires not only knowledge, but a good supply of

cash to successfully carry out the venture. Too many do not figure on the proper equipment, and to make a success this is the first essential—good, not necessarily expensive, poultry buildings. The makeshift dry goods box or the oft read-of piano box may appeal to those of a saving nature, but it is expensive in the long run on any poultry farm where a good living is expected. In these days of high-priced lumber one cannot erect a good poultry house for much less than \$1 per bird, and the beginner should carefully figure out in advance the cost of the poultry equipment. These and many other things are not looked carefully into and are the cause of many failures.

Then there is the big poultry plant, with costly upkeep—and perhaps a high-priced manager who really does not know—and failure is chalked up against the poultry business. But the beginner who really likes poultry—the free, healthful outdoor life and willingness to work—starts at the bottom and gradually works up, as the majority of the successful poultry raisers of today have. There is money in poultry, and any amount of money properly invested in poultry in this manner will prove a paying investment, and the opportunity is better now than in the past, with the good markets and fair prices, and with better equipment and a far better knowledge than ever before. The industry, as

an industry is just in its infancy, but the would-be operator should have a thorough understanding of the business before the expenditure of any considerable amount of money. A good living cannot be made out of a few hens, nor is there any \$6.41 per hen profit commercially, but there can always (when the operator understands the business) be a fair margin of profit, that will be satisfactory to the majority who raise poultry.—Everybody's Poultry Magazine.

Suppose We Prove that \$2 Insures Your Success



Prof. Babcock, when he invented the Babcock tester, brought into existence the modern, profitable, dairy cow. Walter Hogan, by his "Hogan System" of absolute selection, has brought into existence the "laying hen" and "best breeding rooster." The Hogan System is not new. It has been tried and tested by famous poultrymen and state experiment stations. It has all been put into a plainly written book

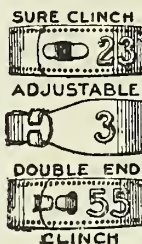
"The Call of the Hen"
Thousands Have Been Sold and Not a Single Complaint

Shows how to cull out your flock. How to tell the high producing males and females. *Hoganize your flock.* Send \$2 for the book; if not satisfied you may have your money back.

Get This Book

It tells which rooster to keep as well as which hen. Learn how to trapnest the rooster.

THE INDUSTRIOUS HEN, Louisville, Ky.



Poultry Bands Twelve Varieties

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TURKEY & WATER FOWL

DEPARTMENT



This department is conducted by Mrs. J. C. Shofner, Mulberry, Tenn., and any questions that you wish to ask will be answered through this department, if addressed to Mrs. Shofner. If a personal reply is wanted, enclose a stamped envelope.

RAISING RUNNER DUCKS.

INDIAN Runners were brought from India to England about eighty years ago and from there to America about twelve or fifteen years ago. They are called Indian because they came from India and Runners because when frightened they have a peculiar way of standing nearly erect and running unlike any other ducks. They do not fly over a two foot fence and are thus easily fenced. They are very hardy and easy to raise if one knows how. Breeders need to be fed at regular times in the same place and same way each day. Any change of food, change of pens, or even strangers feeding them or going into the flock makes them nervous and they often stop laying. Start in at the first of the season like you intend to care for them without any change.

The eggs generally run high in fertility, if a drake is kept for every four to six ducks in cold weather and one to six or eight ducks in warm weather, and not too many in a flock. Twenty is a pretty number but forty can be kept in a flock with fairly good results.

In setting eggs under hens it is well to make the nest on the ground. Line it with straw or leaves or something soft. The moisture of the ground helps the eggs to hatch better.

If set in incubators it is well not to turn them for the first five days, and run the temperature a half degree lower at the top of the eggs than for hens eggs. Be sure to sprinkle them every day with warm water after the fourteenth day until they pip, dipping them in water one hundred and three degrees in temperature for a second each day, after the fourteenth is better than to sprinkle. They hatch slower than hen eggs and often rest twenty-four hours in the shell after pipping. Don't be alarmed at this. The temperature should be 104 during the hatch. Duck eggs needs an incubator not so well ventilated and that has a way of supplying moisture. They need more air than hens eggs as well as more moisture through the whole period of incubation. If moisture and air a plenty has been supplied and temperature kept right, the eggs are pipped. Some people have success in helping the belated ones out of the shell, but these are generally weak ones and if not gotten out successfully are frequently too weak to raise.

Ducklings should not be fed for forty-eight hours after they are hatched. The first five days, feed five times a day, stale bread crumbs dried out or slightly toasted and thoroughly wet with sweet milk or water and squeezed out till it is crumbly. Sprinkle coarse sand over this, not too much. Be sure that there are no hard lumps. Ducklings choke to death easily. Always have water by them when they eat enough to put their heads under, but so arranged that they

can't get in it. An empty gallon or half gallon tin can with nail holes pounded in the side so that when it is inverted in a vessel the nail hole will be just below the top of the vessel. Fill this can with water and invert it into a pan about one-half inch or two deep. The flare of the pan gives room for the duck's head to get under the water yet not get in. The nail hole will supply water as long as there is any in the inverted can.

Ducklings do not need quite so much heat as chickens, yet they need heat the first two or three weeks.

Do not put over fifty in one hover. If the eyes or nose gets stopped up immerse the head several times in water, wash it clean.

Ducks have no diseases, but often die of indigestion or sun-stroke. If the young ones are kept too closely confined and forced with fattening food they may have leg weakness and may die of it.—J. W. Beeson, A.M. L.L. D., Meridian, Mississippi.

GEESE.

There are seven standard varieties of geese, as follows: Gray Toulouse, White Embden, Gray African, Brown Chinese, White Chinese, Gray Wild, and Colored Egyptian. The Gray Toulouse geese are named for the city in France of that name, where they are extensively bred. In this country they are bred in large numbers by farmers, and are fairly well thought of for market purposes. The White Embden are considered very

practical birds for farmers, and pay well for their keeping. They are nice looking, of large size, tall and erect carriage, and snow-white plumage. They originally came from Embden, in Westphalia, and have been bred in this country for many years. The Gray African are by many raisers considered the most profitable of all to keep. They grow the heaviest in the shortest space of time, and are ready for market in ten weeks, weighing at that age between eight and ten pounds. They are very much like the Pekin ducks in this respect, and as compared with other geese, give the most satisfactory returns for the least labor and time spent in growing them. They are first-class layers, averaging about forty eggs in a season. For table purposes they are esteemed very highly. The Chinese geese average in weight from six to seven pounds, lighter than those previously named. Apparently their want of size has prevented them from becoming favorites with those who raise large numbers annually, but with those who keep only a limited number they are found to be very practical. What they lack in size they gain in egg production, being the most prolific of all geese, averaging from fifty to sixty eggs per year. The Gray Wild are among the best known of domestic geese, and are very generally bred throughout the entire country. They are among the most valuable and practical birds for goose raising, and are prized very highly for table purposes, besides being good layers, hardy and easy to rear. The most beautiful varieties of geese are the Colored Egyptian. They are purely ornamental, not having been bred in this country for any other purpose but the show room. They are sometimes called the Nile geese.—Exchange.

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Rhode Island Buffs, Yellows, Blacks, Browns and Brindles, for sale by Dick, Tom and Harry—Breeders of the well known Dukes Mixture strain. When writing to these people be sure to state color wanted, and how much cash you want to throw away, etc., to direct failure take the above road. If you want true GENUINE, SINGLE COMB RHODE ISLAND REDS, it's a gray horse of another color, the direct road to success—Beware of the DUKES MIXTURE strain, called RHODE ISLAND REDS. CLAYTON breeds the GENUINE stuff and guarantees to please everyone, in SINGLE COMB REDS, been at it ten years.

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Blue Andalusions, S. C. White Leghorns, S. C. Buff Leghorns, White Rocks, Black Orpingtons, Lakenvelders, Indian Runners and Wild Mallard Ducks. At the Kentucky State Show, Jan. 4-9, on ten entries I won nine firsts, one second, four specials and A. P. A. medal for best cockerel in class. All pens are now mated. Write for catalogue. Prices reasonable.

LOMBARDY HEIGHTS POULTRY FARM

JNO. O. REID, Prop.

Stanford, Ky.

Just say you saw it in The Industrious Hen.



This department is conducted by the Editor, 901-902 Great Southern Building, Louisville, Ky. If your birds are sick, write him. He will tell you through this department where your trouble lies. If you want a personal reply, send stamped envelope.

Liver Trouble.

Eminence, Ky.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: I have a male bird that has a very dark comb; at times it is almost black. Can you tell me what the trouble is and what I can do for him as he is a valuable bird and I want to save him if I possibly can. I am a subscriber to the Industrious Hen and have been for the past seven years, and I like it better all the time. Please answer through the next issue. Yours truly, W. B. R.

Your bird is suffering from some kind of liver trouble, which is due to your method of feeding. Do not overfeed but give a variety and compel the birds to exercise after all the food they get. If you will give the bird a teaspoonful of Muriate of Ammonia in a pint of water and allow no other drink, this will help the congested liver and clear the comb up at once.

Best Breed, Etc.

Macon, Ga.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: I am thinking of going into the poultry business on a large scale for both fancy and market purposes. I want nothing but the best birds I can get, so that I can go into the show-room and win in most any kind of competition. I figure that by keeping poultry for both fancy and market purposes more profit can be made from them. What breed would you recommend for me to get and how many laying hens should I start with at first? I think the South is the best poultry field in the country and interest is growing more and more all the time. I enclosed stamped envelope for reply. Yours very truly, W. W. H.

If you are near a good market and can find a ready sale for your surplus stock and eggs at a time when you cannot dispose of them for breeding purposes you will find the poultry business profitable. But you will have to study the situation carefully and look after the small details to make a success of the poultry business as well as any other business. The breed that appeals to you most is the breed that you will make a success with. Study the different breeds carefully and visit the poultry shows this fall and then decide which breed you like best. Start on a small scale at first and then gradually build up your flock to as many as you wish. Get all the experience that you can and you will find this valuable to you in the business. The South is the best poultry field in the country and on account of the climatic conditions makes poultry raising favorable.

Orpingtons As Layers.

Memphis, Tenn.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: Which are the best layers of the Orpington family? I have heard that the whites will outlay any of the other varieties. And, as I am thinking of taking up breeding Orpingtons, I would like to have you advise. Please answer through the August issue and greatly oblige, Yours truly, H. G. G.

Here is the same old question again which is the best breed and the greatest layers. There is no best breed in my opinion when you sum up the situation, and the breed that suits

you and appeals to you is the best breed for you and will be the one that you will make a success of. As to the best layers, I think that depends on the strain of birds you have and also the care and food you give them. Take any hen and if she is from a good egg laying strain unless she is not given the proper food and attention she will not give you the best results as an egg layer.



"Carl," White Wyandotte male bred by Maywood Poultry Farm, Anchorage, Ky.

Lice.

Editor Industrious Hen,
Louisville, Ky.

Dear Sir: I noticed a deposit at the base of the feathers just below the vent on one of my hens, and when examining the rest, found some that were in the same condition, and others that did not seem to be affected at all. What is the trouble, and what should be done for it? Mrs. A. W. H., Joplin, Mo.

The little bunches about the base of the feathers are no doubt the result of scab mites and lice. The simplest and quickest method to relieve the effected birds of these, as well as any vermin on other parts of the body, is to dip them in a solution of Zenoleum diluted according to instructions shown on the can. Select a bright, warm, sunny day, so there will be no danger of the birds taking cold.

Scaly Leg.

Editor Industrious Hen,
Louisville, Ky.

My Dear Sir: I have a Buff Plymouth Rock pullet that has something the matter with her legs; they are very scaly looking and they are very bad looking and I would like for you to please tell me the best remedy and what the disease is. Do you think it is very contagious, if any? I enclose a stamped addressed envelope for a personal reply. Please answer at once. Respectfully, B. M., York, Penn.

Your bird has a case of scaly leg, and you should begin now to stamp it out of your flock, for if you don't begin in time on it it will go through your whole flock. It is very contagious and the quicker you get rid of it the better it will be. The best remedy that you can use for this disease is to procure a supply of Zenoleum and make an ointment of this and vaseline and apply to the legs until you get a cure. Use one part Zenoleum to fifty parts of vaseline.

Just say you saw it in The Industrious Hen.

Weight For Plymouth Rocks.

Editor Industrious Hen,
Louisville, Ky.

Gentlemen: Please give me the standard weight for the Plymouth Rocks, also where I can buy a new Standard of Perfection. Respectfully yours, H. H. D., New Castle, Ky.

The standard weights for Plymouth Rocks are as follows: Cocks, 9½ pounds; cockerels, 8 pounds; hens, 7½ pounds; pullets, 6 pounds. We will supply you with a copy of the latest Standard of Perfection for \$2.00 postpaid, including a year's subscription to Industrious Hen for \$2.25.

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Write for our special prices on breeders and cockerels. We can furnish quality and guarantee satisfaction.

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Virginia



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LOUISVILLE, - KENTUCKY



If you are Secretary of your Specialty Club, Poultry Show or Association, be sure to send in your news each month for this department. We will gladly publish same free for you. Also let your members know what the Club and Association are doing. Keep them posted.

"The American Cornish Club."

July 1, 1915, 336 paid-up members.
"The Club with a Punch."

The 1915 American Cornish Club Annual certainly did create some sensation sure enough. The Annual showed 294 paid-up members, but during May and June 42 new names were added, bringing the total membership of this hustling specialty club up to 336 members on July 1, 42 new members in 61 days isn't bad. That's a new one every day and a half.

The club will have a big meet at San Francisco in November, a great big one, and for the Eastern members who cannot attend, special arrangements have been made to have a big "Eastern Breeders' Meet" of Cornish at the Palace in New York to which all are cordially invited. The club has nothing to do with the latter officially, but the idea is with Mr. Howell, to catch those who cannot get to the coast because of the distance and the overflow from the coast.

The August Bulletin is promised for next month with some real good news, an article or two, and some light, catchy stuff for Summer thoughts, for we want something light to think about in the Summer.

The Bulletin will also contain a list of those new members who have joined since the Annual was sent out.

With membership but \$1.00 per year all breeders of Cornish should certainly join the club. The Annual sells for 50 cents this year and contains 120 pages and fifty cuts, but the book is free with membership. Address John W. Ward, Jr., National Secretary-Treasurer, Pennington, N. J.

Georgia-Florida Fair, to be Held at Valdosta, Ga., October 19-23, 1915.

The Georgia-Florida Fair which will be held at Valdosta, Ga., October 19-23, inclusive, promises to eclipse all former records in the poultry department for number of entries, and high-class breeding stock on exhibition.

Valdosta (the only Valdosta in the world), is located in the Southern part of Georgia, and has a drawing population of one million people within a radius of one hundred miles. The poultry industry is one of the youngest acquisitions when applied to high-class breeding stock for exhibition purposes, and while there is practically virgin territory within which to make sales, there are also breeders who have an unusually select stock of birds with which to compete.

This year the show will be held under the auspices of the American Poultry Association, and the judging will be done by Mr. E. M. Quay, of LaPorte, Ind., who has quite a reputation among a number of the leading mid-west shows. Mr. Quay judged this show last year and his awards were on a high order, giving entire satisfaction among the leading breeders and it was at the request of a number of them that his services were secured for the coming show.

The competition in this show is open to the world and it is the earnest request that all breeders that would like to secure a greater field for their birds that they consider entering in this show where they will have an excellent opportunity for advertising in this section.

Mr. J. M. Ashley, of Valdosta, Ga., is Secretary, and to breeders who would like to consider entering at this show, upon application he would be glad to forward premium list and such other information as would be of service. Suppose you write him.

MISSOURI STATE POULTRY ASSOCIATION.

7,500 Members for Missouri State Poultry Association.

The poultry industry in Missouri is growing faster than any other branch of the farm work at present, for people are beginning to realize that the revenue from poultry and eggs during the two years of dry weather has been a great help in paying the grocery and clothing bills, and in a majority of cases has also helped to increase the bank deposit.

The Missouri State Poultry Association has been able during its twenty-three years of active life to encourage the raising of better poultry and more of it by its annual State Poultry show and by its influence in getting State appropriations for the experimental and educational work which is being done by the Missouri State Poultry Experiment Station.

The membership has increased during the past few years from hundreds to thousands and now hovers around the five thousand mark. By a little solicitation on the part of its members the membership can easily be doubled before our next Show, which will be held at Joplin, December 7th to 11th.

The annual membership dues are only fifty cents and the year continues from time of payment, in place of having a financial year terminating on any certain date. The life membership fee is \$5.

The members receive all of the bulletins issued by the Missouri State Poultry Experiment Station during the life of their membership without having to write to Mountain Grove for each bulletin when it is ready for distribution. Non-members often miss receiving bulletins of great value, through not knowing that such are available and the information contained in any of them is worth the price of a year's membership.

The Association also issues a year book, containing the name, address and variety of poultry raised by every member, which as an advertising medium is worth several dollars.

By joining the Missouri State Poultry Association, each member helps to boost Missouri poultry interests, and in that way is helping to make conditions better. The increased profits resulting from a better understanding of feeding and housing conditions as explained by the experts at Mountain Grove has been the means of securing more conveniences in the home.

Missouri pure-bred poultry is being shipped to all parts of this country and to numerous foreign countries, in competition with the best that is bred anywhere.

Missouri market poultry and eggs have been

improved in quality and price by co-operation of members of this Association and the influence they have exerted in their communities.

If every poultry raiser could be listed among the Association members, its influence would be far greater than at present and more good could be accomplished in getting better prices for both pure-bred and market poultry, without increasing the cost of production.

The harvest season is a good time to renew membership or to join the Association, so that everyone will be enrolled before the opening of the Fall show season.

Mr. Fred Crosby, Mountain Grove, Missouri, is Secretary-Treasurer and will give prompt attention to memberships sent to him and to correspondence about any matter of personal interest regarding poultry problems.

Get a friend to join with you and send your application with money to Mr. Crosby today. DO IT NOW!

Fraternally yours,

(Signed) A. A. Coult,
President Missouri State Poultry Association.

Gloryanna S.C. WhiteLeghorns

I am offering special bargains in breeding birds after June 1st in order to make room for youngsters. Eggs one-half price also. Address

GEO. E. SCHULZ,

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Buff Orpingtons

The best lot of cockerels and pullets I have ever raised; also nice lot of yearling hens. Write for prices and show record.

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Shelby, Box B N. C.

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Their young (called squabs) sell for 40 to 60 cents each (according to the season) at three to four weeks of age. The large city markets are always offering these prices for squabs. Each pair of pigeons will easily clear from \$4.50 to \$5.00 a year above all expenses. Twenty minutes daily will care for 100 pairs. Always penned up out of the way. Small space required. Small capital needed to start. Get our booklet. Fully explained there. IT'S FREE. Send today.

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Winners at Louisville, Lexington, Ky., Knoxville, Tenn., New Albany, Ind., Hamilton, Ohio, Indianapolis, Ind., Augusta, Ga. Cockerels at \$3 and \$5 each; Pullets at \$2 to \$5 each. Exhibition stock special prices.

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BONNYCASTLE POULTRY YARDS, Louisville, Ky.

Just say you saw it in the Industrious Hen.

EGG-LAYING CONTEST FOR THE SOUTH.

We Want to See Every Southern Breeder Enter at Least One Pen of Birds in This Contest and Co-operate With It in Every Way Possible—It Will Mean a Lot for the Poultry Industry in the South.

Indications are that a big egg-laying contest will begin in the suburbs of Atlanta around December 1st and continue for one year. An association is now in process of formation, and the promoters are mailing out literature to poultrymen in order to ascertain their attitude toward such a contest, with a view of insuring complete success to the contestants and association before going further. This is the first egg-laying contest ever attempted in the South, where demand for poultry of known ability exceeds the supply, and breeders throughout the country will no doubt be quick to realize the immense advertising value to be derived from such a contest and avail themselves of the opportunity of thus convincing the buying public of the egg-producing ability of their particular breed or strain.

The insistent pleadings and teachings of poultry and farm journals, agricultural writers and colleges, for diversification, for more and better live stock and, last but not least, the proven fallacy of the all-cotton idea, have all conduced to make more fertile the South's already broad field of opportunity to the breeder of poultry who avails himself of the privilege this proposed contest offers for proving his fowls' ability to lay eggs.

An entry fee of \$20.00 will be charged for each pen, which will consist of five females each. Attractive cash premiums will be awarded the successful contestants, monthly reports of the contest will be published in the leading poultry and farm journals, as well as sent to the individual owners of pens.

Such a contest in Atlanta, the "Hub of the South," with its ideal location and exceptional climate, perhaps offers the breeder an opportunity of making even higher egg records than is possible in the East or middle West where the winters and summers are both more severe than ours.

If interested in entering a pen, communicate with T. L. Wright, secretary, 1004 Third National Bank building, Atlanta, Ga.

American Light Brahma Club Meet Goes To The Chicago Coliseum Show, Dec. 10 to 15.

In compliance with the vote of its members the Executive Committee of the American Light Brahma Club has decided to hold the next Annual Club Meeting at the Chicago Coliseum Show. Already over 150 birds have been pledged and approximately \$250.00 in cash prizes will be awarded to club members only. It will be remembered that the last Annual Meeting was held at Madison Square Garden in February and that as a result more Light Brahmas were on exhibition than any other one variety of poultry.

It is planned to surpass this record at the Coliseum Show and all the classes will be judged by E. W. Rankin, of Topeka, Kansas, a member of the Executive Committee of the Club. Mr. Rankin judged L. B. hens and cockerels at the Madison Square Garden Club Meeting.

The Club Quarterly Bulletin for July has just been published and will be sent free to anyone desiring a copy. The 88-page Year Book with 45 illustrations and numerous interesting and informative articles on breeding, mating raising, and housing Light Brahmas, is given free to the Club members. Mem-

bership is one dollar and this includes the annual dues to October 1, 1916. Address all inquiries to Secretary Harvey C. Wood, Bound Brook, New Jersey.



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Winners at the Owensboro Poultry Show, 1914. Old and young stock for sale. Booking orders for eggs. Write for prices. Satisfaction guaranteed. Address,

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Large, vigorous early hatched cockerels and pullets bred from my New York winners, only \$2 and up. Sure winners for any show at attractive prices. Satisfaction guaranteed.

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ATTACHMENTS are of the foot pattern and packed in velvet lined box.

OUR OFFER: We will give you this \$50.00 high grade ball bearing Sewing Machine absolutely FREE if you will send us fifty (50) yearly subscribers to the **INDUSTRIOUS HEN** at 50 cents each, remitting us \$25.00. This is the greatest premium offer ever made and will hold good for only a short time. Get busy and be the first in your neighborhood to get one of these Machines. Sample copies and full information gladly furnished. Address:

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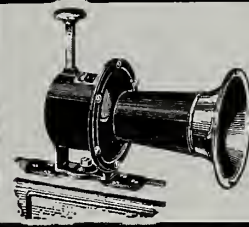
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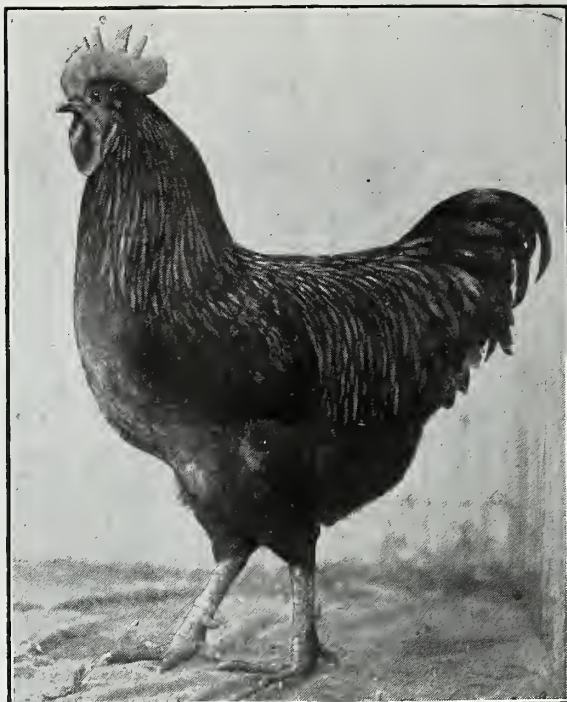
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